

Message Text

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PAGE 01 CAIRO 00766 141211Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
-----141212Z 041376 /13

R 141102Z JAN 77
FM AMEMBASSY CAIRO
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INFO AMEMBASSY DOHA
AMEMBASSY MANAMA
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UNCLAS CAIRO 0766

E.O. 11652: N/A
TAGS: BEXP, EG
SUBJECT: OCTOBER 1977 BUILDING AND CONSTRUCTION
TECHNICAL SALES SEMINAR

REF: (A) 76 STATE 274154, (B) STATE 4920

1. FOLLOWING INFORMATION IS PROVIDED IN REPLY TO REFTEL, WITH
LETTERS KEYED TO THOSE OF INCOMING MESSAGE:

A. CAIRO BEST SITE FOR SEMINAR ITSELF. ONLY OTHER CITY
WITH ADEQUATE FACILITIES WOULD BE ALEXANDRIA, BUT MOST KEY
DECISION-MAKERS LOCATED IN CAPITAL. GROUP MAY WISH VISIT CANAL
AREA CITIES--SUEZ, ISMAILIA, AND PORT SAID--WHERE MAJOR RE-
CONSTRUCTION ACTIVITIES UNDERWAY AND PLANNED.

B. SUGGESTED TOPICS/THEMES: PRE-FABRICATED HOUSING; ADVANCED
CONSTRUCTION MACHINERY; PROJECT MANAGEMENT; URBAN PLANNING; SOLAR
ENERGY-RELATED PRODUCTS AND TECHNIQUES; MARINE CONSTRUCTION; MASS
HOUSING PLANNING AND TECHNIQUES; QUALITY CONTROL OF MATERIALS AND
WORKMANSHIP.

C. BEST PRODUCTS WOULD BE THOSE INVOLVING ADVANCED TECHNIQUES
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OR NEW TECHNOLOGY.

D. 1974 (LATEST YEAR AVAILABLE FOR OFFICIAL STATISTICS)

IMPORTS:

L.E. 920,118,000, OF WHICH US SHARE IS 152,227,000

(16.5 PERCENT).

EXPORTS:

L.E. 593,289,000, OF WHICH L.E. 4,518,000 (0.8 PERCENT)
EXPORTED TO U.S.

(L.E. 1 EQUALS \$ US 2.56 AT OFFICIAL RATE)

E. IMPORT DUTIES VARY FROM 11 PERCENT TO 261 PERCENT.
PRICES OF CERTAIN GOODS, INCLUDING SOME CONSTRUCTION MATERIALS
SUCH AS CEMENT, ARE PARTIALLY SUBSIDIZED BY THE GOVERNMENT.
EGYPT SUBSCRIBES TO THE ARAB BOYCOTT OF ISRAEL AND TO BOYCOTTS
AGAINST RHODESIA AND SOUTH AFRICA. A RANGE OF CURRENCY AND EX-
CHANGE RESTRICTIONS EXIST, DESPITE RECENT LIBERALIZATION
MEASURES.

F. USSR, WEST GERMANY, EAST GERMANY, JAPAN, ENGLAND.

G. POSSIBLE CONFLICT WITH PROPOSED MARINE EXPOSITION.

H. MAJOR RECONSTRUCTION EFFORT BEING UNDERTAKEN IN WAR-
DAMAGED CANAL AREA. A NUMBER OF "NEW CITIES" ARE PLANNED FOR
VARIOUS SECTIONS OF THE COUNTRY. HOUSING AND OTHER BUILDING
PROJECTS CONTINUE Apace IN EXISTING POPULATION CENTERS OF CAIRO
AND ALEXANDRIA, AND GROWTH OF POPULATION (APPROX. ONE MILLION
PERSONS PER YEAR) INSURES CONTINUING DEMAND FOR HOUSING. DREDGING
AND OTHER WORKS ON SUEZ CANAL, AS WELL AS PORT DEVELOPMENT IN
ALEXANDRIA, PORT SAID, AND SUEZ WILL PROVIDE MARINE CONSTRUCTION
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OPPORTUNITIES. OIL FIELD CONSTRUCTION OPPORTUNITIES ALSO EXIST.

I. CONSTRUCTION AND REAL ESTATE PROJECTS IN EGYPT ARE A
MAJOR FOCUS OF BOTH GOVERNMENTAL AID AND PRIVATE INVESTMENT FROM
THE OIL-RICH ARAB STATES. SOME OFFICIAL AID FUNDS, SUCH AS WORLD
BANK LOANS FOR SUEZ CANAL WORKS, ARE ALSO CONSTRUCTION-RELATED.
US AND OTHER FOREIGN ASSISTANCE PROVIDES FUNDS FOR PURCHASE OF
MACHINERY, SUCH AS ROAD-BUILDING EQUIPMENT, AS WELL AS FOR VARIOUS
BUILDING PROJECTS.

J. BECHTEL INTERNATIONAL, INC; LOUIS BERGER AND ASSOCIATES,
INC. (EAST ORANGE, NEW JERSEY); HOK & BBA MIDEAST CONSORTIUM;
TIPPETTS-ABBETT-MCCARTHY-STRATTON (NEW YORK, NEW YORK).
MATTHEWS

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NNN

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